



Revision number: 5

PURCHASING AGENT: BRENDA VELDEVERE

**ITEM: ANALOG PHOTOCOPY MACHINES**

VENDOR: 02158D

TCM DIGITAL SOLUTIONS  
332 EAST 3300 SOUTH  
SALT LAKE CITY UT 84115-4111

INTERNET HOMEPAGE:

[WWW.TCMDIGITAL.COM](http://WWW.TCMDIGITAL.COM)

TELEPHONE:

(801) 486-9641  
(888) 539-5679 OUT OF AREA TELEPHONE NUMBER  
(800) 505-9588 (SUPPLIES)

FAX NUMBER:

(801) 487-9421

CONTACT:

ZEN FEATHERSTONE

EMAIL ADDRESS:

[zenf@tcmdigital.com](mailto:zenf@tcmdigital.com)

BRAND/TRADE NAME:

KONICA

PRICE:

SEE ATTACHED PRICE SCHEDULE

TERMS:

NET 30

EFFECTIVE DATES:

05/01/00 THROUGH 04/30/2001

DAYS REQUIRED FOR DELIVERY:

7 - 14 DAYS

PRICE GUARANTEE PERIOD:

1 YEAR

MINIMUM ORDER:

1

MIN SHIPMENT WITHOUT CHARGES:

OTHER CONDITIONS:

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**PLEASE NOTE VENDOR NAME CHANGE.**

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THIS CONTRACT COVERS ONLY THOSE ITEMS LISTED IN THE PRICE SCHEDULE. IT IS THE RESPONSIBILITY OF THE AGENCY TO ENSURE THAT OTHER ITEMS PURCHASED ARE INVOICED SEPARATELY. STATE AGENCIES WILL PLACE ORDERS DIRECTLY WITH THE VENDOR (CREATING A PG IN FINET) AND MAKE PAYMENTS FOR THE SAME ON A PV REFERENCING THE ORIGINAL PG. AGENCIES WILL RETURN TO THE VENDOR ANY INVOICE WHICH REFLECTS INCORRECT PRICING.

# KONICA 1216 COPIER

## STATE OF UTAH CONTRACT AR-182

New Prices July 5, 2000

### STANDARD FEATURES

16 Copies Per Minute  
25,000 Copies Per Month Maximum  
First Copy Time - 5.5 Seconds  
50% Reduction to 200% Enlargement  
50 Sheet Stackable Bypass  
Automatic Exposure  
**Two 250 Sheet Paper Cassettes**  
Front Loading Paper Draws  
Book Copy, Image Shift  
Fold Erase, Automatic Tray Switching  
OHP Interleaving  
Book Copy; Image Shift

### STATE PRICE

#### **Konica 1216 Copier**

	<b>\$1,499.52</b>
Automatic Document Feeder	850.92
Custom Stand	163.68
2 Drawer Base – 250 Sheets each drawer	\$ 568.80
2 Drawer Base – one drawer 250 Sheets & one drawer 1000 Sheets	606.60
Stapling Sorter – 10 Bins	\$ 758.40
Sorter – 10 Bins	\$ 666.34
Coin Operating Attachment	628.32

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### MAINTENANCE AND SUPPLIES:

## STATE CONTRACT PD725

Maintenance is \$.0056 per copy.

Toner is \$22.50 per bottle; yield is 9,000 copies. Cost per copy = \$.0025

Developer is \$30.55 per bottle; yield is 30,000 copies. Cost per copy = \$.001

**TOTAL OPERATING COST PER COPY IS \$.0091**

# KONICA 2230 COPIER

## STATE OF UTAH CONTRACT AR-182

New Prices July 1, 2000

### STANDARD FEATURES

30 Copies Per Minute  
30 Originals Per Minute  
40,000 Copies Per Month Maximum  
50% Reduction to 200% Enlargement  
50 Sheet Stackable Bypass  
Automatic Exposure  
Automatic Paper Selection  
Electronic Copy Monitor  
Front Loading Paper Draw  
Book Copy, Image Shift  
Fold/Frame Erase  
Automatic Tray Switching

### STATE PRICE

<b>Konica 2230 Copier</b> - No DUPLEXING Available	\$2,464.64
Automatic Document Feeder	794.25
Custom Stand	129.75
3 Drawer Base – 2230 only	\$ 746.96
Sorter – 10 Bins	\$ 589.79
Sorter – 20 Bins	\$ 872.89
External Stapler	142.00
Sorter – 20 Bin <b>Stapling</b>	1,501.99
Auditron Receptacle	52.80
Auditron Key	52.80
Coin Operating Attachment	628.32

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### MAINTENANCE AND SUPPLIES: CONTRACT # PD 725

**MAINTENANCE** is \$.005 per copy.

**Toner** is \$49.40 per bottle; yield is 25,000 copies. Cost per copy = \$.002

**Developer** is \$106.40 per bottle; yield is 200,000 copies. Cost per copy = \$.0005

**TOTAL OPERATING COST PER COPY IS \$.0075**

# **KONICA 2330 COPIER**

## **DISCONTINUED**

### **STATE CONTRACT AR-182**

#### **STANDARD FEATURES**

30 Copies Per Minute  
30 Originals Per Minute  
40,000 Copies Per Month Maximum  
50% Reduction to 200% Enlargement  
50 Sheet Stackable Bypass  
Automatic Exposure  
Automatic Paper Selection  
Electronic Copy Monitor  
Front Loading Paper Draw  
Book Copy  
Image Shift  
Fold/Frame Erase  
Automatic Tray Switching

#### **STATE PRICE**

**Konica 2330 Copier - Duplexing Standard NO LONGER AVAILABLE**

# KONICA 3240/3340 COPIER

## STATE OF UTAH CONTRACT AR-182

New Prices July 1, 2000

### STANDARD FEATURES

40 Copies Per Minute  
40 Originals Per Minute  
Reversing Automatic Document Feeder  
Automatic Duplexing (3340 Only)  
60,000 Copies Per Month Maximum  
50% Reduction to 200% Enlargement  
50 Sheet Stackable Bypass  
Automatic Exposure  
Automatic Paper Selection  
Electronic Copy Monitor  
Front Loading Paper Draw  
Book Copy  
Image Shift  
Fold/Frame Erase  
Automatic Tray Switching

### STATE PRICE

Konica 3240 Copier - No ADU Available	\$4,230.74
Konica 3340 Copier - Duplexing Standard	4,576.75
Reversing Automatic Document Feeder	Included
Custom Stand	129.75
3 Drawer Base – 3240 only	\$ 746.96
2 Drawer Base – 3340 only	746.96
Sorter – 20 Bins	\$ 872.89
Sorter – 20 Bin Stapling	1,501.99
Auditron Receptacle	52.80
Auditron Key	52.80
Coin Operating Attachment	628.32

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### MAINTENANCE AND SUPPLIES: CONTRACT # PD725

MAINTENANCE is \$.0048 per copy.

Toner is \$38.00 per bottle; yield is 25,000 copies. Cost per copy = \$.0015

Developer is \$101.08 per bottle; yield is 200,000 copies. Cost per copy = \$.0005

**TOTAL OPERATING COST IS \$.0068**

# KONICA 4345 COPIER

## DISCONTINUED

### STATE CONTRACT – AR-182

Effective April 1, 1998

New Price July 1, 2000

#### STANDARD FEATURES

45 Copies per Minute  
70,000 Copies per Month Maximum  
1 – 999 Multicopy Range  
3,650 Total Paper Capacity  
Reversing Automatic Document Feeder  
Automatic Duplexing Unit  
Job Memory  
Electronic Copy Monitor  
Cover Sheet Insertion  
OHP Interleaving  
Photo Mode  
Thin/Thick Paper Mode  
Advanced Self Diagnostics  
50 % - 200% Reduction/ Enlargement  
Book Copy / Image Shift  
Image Shift with Reduction  
Frame/Fold Erase  
Touch Screen Technology  
High Yield Supplies

**Konica 4345 Copier**

STATE PRICE  
**DISCONTINUED**

# KONICA 4355 COPIER

## DISCONTINUED

### STATE CONTRACT – AR-182

Effective April 1, 1998

New Price July 1, 2000

#### STANDARD FEATURES

55 Copies per Minute  
100,000 Copies per Month Maximum  
1 – 999 Multicopy Range  
3,650 Total Paper Capacity  
Reversing Automatic Document Feeder  
Automatic Duplexing Unit  
Job Memory  
Electronic Copy Monitor  
Cover Sheet Insertion  
OHP Interleaving  
Photo Mode  
Thin/Thick Paper Mode  
Advanced Self Diagnostics  
50 % - 200% Reduction/ Enlargement  
Book Copy / Image Shift  
Image Shift with Reduction  
Frame/Fold Erase  
Touch Screen Technology  
High Yield Supplies

**Konica 4355 Copier**

STATE PRICE  
**DISCONTINUED**

# KONICA 5370 COPIER

## STATE OF UTAH CONTRACT AR-182

Effective April 1, 1998

New Price July 1, 2000

### STANDARD FEATURES

70 Copies/Originals per Minute  
Maximum Monthly Volume-300,000 Copies per Month  
Advanced Touch Screen Control Panel  
Four Way Document Feeding  
Reversing Automatic Document Feeder  
Intelligent Continuous Forms Feeder  
Side Document Feeder (Thick & Thin Originals)  
Large Document Feeder (Up to 17" x 22")  
3100 Sheet Paper Capacity  
Automatic Duplexing  
Electronic Copy Monitor – 1,000 Accounts  
Scanless Automatic Paper Selection & Exposure Selection  
Dual Tray Cover & Sheet Insertion  
OHP Interleaving  
Dual Scan Photo Mode  
4.0 Second First Copy Speed  
16 lb. To 110 lb. Paper Stock  
Advanced Self Diagnostics  
Power Saver Mode, Job Memory  
Toner Recycling System  
1 – 9999 Multiple Copies  
50 – 200% Reduction / Enlargement

### STATE PRICE

#### **Konica 5370 Copier**

**\$11,912.00**

Reversing Automatic Document Feeder

Standard

Automatic Duplexing Unit

Standard

#### **20 Bin Stapling Sorter**

**\$ 2,646.18**

2<sup>nd</sup> 20 Bin Stapling Sorter

No longer avail.

Large Capacity Tray – 2,000 Sheets

\$ 1,100.93

Large Capacity Trays - 5,000 Sheets

\$ 2,909.62

Side Panel Kit (Required when not ordering LCT or Multi-sheet Bypass)

\$ 129.75

Multi-Sheet Bypass (Fits up to 17" x 22" Paper)

716.17

### **MAINTENANCE AND SUPPLIES: CONTRACT #PD725**

MAINTENANCE is \$.0045 per copy.

Toner is \$30.40 per bottle; yield is 41,500 copies. Cost per copy = \$.0007

Developer is \$91.20 per bottle; yield is 300,000 copies. Cost per copy = \$.0003

**TOTAL OPERATING COST PER COPY IS \$.0055**



# KONICA 6190 COPIER

## STATE OF UTAH CONTRACT AR-182

Effective April 1, 1998

New Price July 1, 2000

### STANDARD FEATURES

#### **90 Copies per Minute**

Maximum Monthly Volume-300,000 Copies per Month  
Advanced Touch Screen Control Panel  
Reversing Automatic Document Feeder  
Intelligent Continuous Forms Feeder  
Side Document Feeder (Thick & Thin Originals)  
3000 Sheet Paper Capacity  
20 Bin Stapling Sorter, Cascade Mode  
Job Memory  
Stackless Automatic Duplexing  
Electronic Copy Monitor – 1,000 Accounts  
Scanless Automatic Paper Selection & Exposure Selection  
Dual Tray Cover & Sheet Insertion  
OHP Interleaving  
Dual Scan Photo Mode  
Advanced Self Diagnostics  
Power Saver Mode  
Toner Recycling System  
1 – 9999 Multiple Copies  
50 – 200 % Reduction / Enlargement

### STATE PRICE

#### **Konica 6190 Copier**

**\$19,673.28**

Reversing Automatic Document Feeder	Standard
Automatic Duplexing Unit	Standard
20 Bin Stapling Sorter	\$ 2,646.18
2 <sup>nd</sup> 20 Bin Stapling Sorter	\$ 3,151.15
Large Capacity Tray – 2,000 Sheets	\$ 1,100.93
Large Capacity Trays - 4,500 Sheets	\$ 2,909.62
Side Panel Kit (Required when not ordering LCT or Multi-sheet Bypass)	\$ 129.75
Multi-Sheet Bypass (Fits up to 17" x 22" Paper)	716.17
Coin Operation Attachment	628.32

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### MAINTENANCE AND SUPPLIES: CONTRACT #PD725

**MAINTENANCE** is \$.0045 per copy.

**Toner** is \$40.20 per bottle; yield is 41,500 copies. Cost per copy = \$.001

**Developer** is \$91.20 per bottle; yield is 300,000 copies. Cost per copy = \$.0003

**TOTAL OPERATING COST PER COPY IS \$.0058!**

# **KONICA 7033 COPIER**

**DISCONTINUED**

**STATE OF UTAH CONTRACT AR-182**

**THE KONICA 7033 COPIER HAS BEEN  
REPLACED WITH THE MINOLTA 350  
DIGITAL COPIER. PLEASE SEE STATE OF  
UTAH CONTRACT AR-665 FOR DIGITAL  
COPIERS.**

**Konica 7033 Copier**

**STATE PRICE  
DISCONTINUED**



STATE PURCHASING ENCOURAGES ALL COPY MACHINE PURCHASERS TO COMPARE ALL STATEWIDE CONTRACTED COPY MACHINES BEFORE MAKING A FINAL SELECTION/RECOMMENDATION. YOU WILL WANT TO EVALUATE COPIER PRICE, FEATURES, FUNCTIONS, COPY QUALITY AND VOLUME ABILITIES RELATIVE TO YOUR BUDGET, APPLICATIONS AND PRODUCTIVITY REQUIREMENTS. THE CURRENT STATEWIDE CONTRACTS FOR COPY MACHINES ARE AS FOLLOWS:

AR-215 CANON COPIERS  
PD-730 CANON SUPPLIES & MAINT.

IKON OFFICE SOLUTIONS  
IKON OFFICE SOLUTIONS

AR-182 KONICA COPIERS  
PD-725 KONICA SUPPLIES & MAINT.

COPY MAN  
COPY MAN

AR-230 SHARP COPIERS  
PD-731 SHARP SUPPLIES & MAINT.

LES OLSON COMPANY  
LES OLSON COMPANY

AR-188 MINOLTA COPIERS  
PD-717 MINOLTA SUPPLIES & MAINT.

MINOLTA CORPORATION  
MINOLTA CORPORATION

AR-244 TOSHIBA COPIERS  
PD-729 TOSHIBA SUPPLIES & MAINT.

TOSHIBA AMERICA INFORMATION SYSTEMS  
TOSHIBA AMERICA INFORMATION SYSTEMS

AR-690 PANASONIC COPIERS  
PD-733 PANASONIC SUPPLIES & MAINT.

PANASONIC COPIERS  
PANASONIC COPIERS

AR-254 MITA COPIERS  
PD-732 MITA SUPPLIES & MAINT.

UINTA BUSINESS SYSTEMS INC.  
UINTA BUSINESS SYSTEMS INC.

AR-213 XEROX COPIERS  
PD-727 XEROX SUPPLIES & MAINT.

XEROX CORPORATION  
XEROX CORPORATION

AR-663 SAVIN CORPORATION  
PD-704 SAVIN SUPPLIES & MAINT.

SAVIN CORPORATION  
SAVIN CORPORATION

COPY MAN PROVIDES SALES AND SERVICE TO THE WASATCH FRONT.

THE COMPANION KONICA MAINTENANCE AND SUPPLY CONTRACT FOR THE COPY MACHINES PURCHASED FROM THIS CONTRACT CAN BE FOUND ON PD-725.

ALL CONTRACTORS HAVE DEMO MODELS IN THEIR SHOWROOMS. TRIAL DEMO MACHINES ARE ALSO AVAILABLE FOR A MINIMAL (NOT LESS THAN ONE WEEK) TRIAL PERIOD IF REQUESTED.

ALL COPIER PRICING IS F.O.B. DESTINATION, WITH INSTALLATION, TRAINING AND INITIAL "START UP" SUPPLIES IS INCLUDED (NO SEPARATE CHARGES).

TRADE-IN VALUES FOR YOUR EXISTING COPY MACHINE(S) ARE TO BE NEGOTIATED ON A CASE-BY-CASE BASIS, AND MUST BE MUTUALLY ACCEPTABLE TO BOTH THE PURCHASER AND CONTRACTOR.

PLEASE NOTE: ALL STATE AGENCIES MUST COMPLETE THE "HOUSE BILL 450 COPIER REQUEST FORM" (AVAILABLE FROM CENTRAL STORES) AND SUBMIT TO GENERAL SERVICES FOR APPROVAL BEFORE ORDERING FROM THE CONTRACTOR.



**FINET COMMODITY CODE(S):**

- 60038000000 - COPYING MACHINES BOND PAPER (PLAIN) INCLUDING PARTS & ACCESSORIES
- 60040000000 - COPY MACHINES COATED OR TREATED PAPER TYPE INCLUDING PARTS AND ACCESSORIES
- 60042000000 - COPY MACHINES, LASER, INCLUDING PARTS & ACCESSORIES
- 60045000000 - COPY MACHINES, THERMAL TYPE INCLUDING PARTS & ACCESSORIES
- 60047000000 - COPY MACHINE ADD-ON ACCESSORIES
- 65550000000 - COPYING EQUIPMENT, INCLUDING SLIDE DUPLICATORS)
- 93927000000 - COPY MACHINE MAINTENANCE & REPAIR
- 98526000000 - COPY MACHINES (INCLUDING COST PER COPY TYPE LEASES) RENTAL OR\LEASE

**REPORTS**

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THE CONTRACTOR WILL SUBMIT QUARTERLY REPORTS TO THE STATE PURCHASING AGENT SHOWING QUANTITIES AND DOLLAR VOLUME OF PURCHASES BY EACH STATE AGENCY AND POLITICAL SUBDIVISION. THESE REPORTS WILL BE DUE 10 DAYS AFTER THE CALENDAR QUARTER.